

Grand Offer



ILLUSTRATIONS AND DESCRIPTION

OF OUR

Combination Pen, Penholder and Pencil



The Royal Manufacturing Co.,

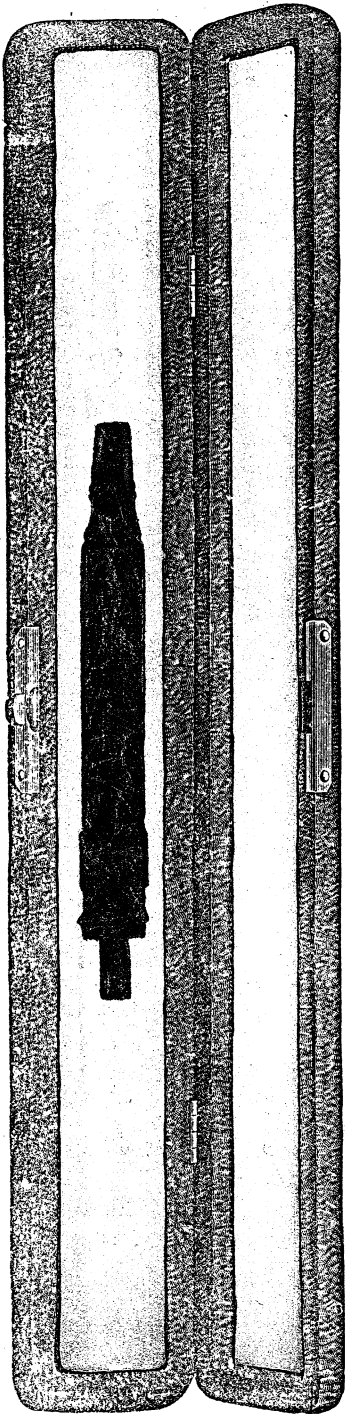
85 AND 87 WEST CONGRESS STREET,

DETROIT, - MICHIGAN.

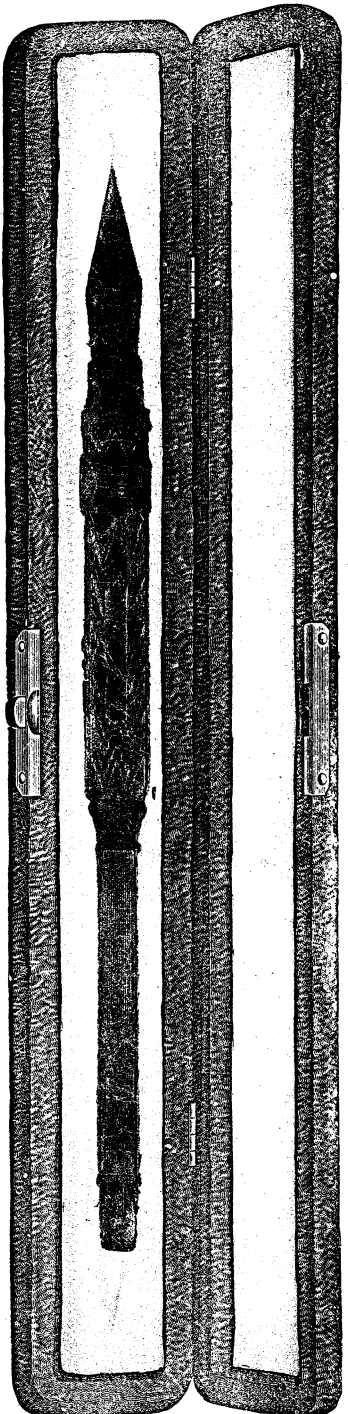
Combination Pen, Penholder and Pencil.

IN SILK PLUSH, SATIN LINED CASE.

Value \$3.00

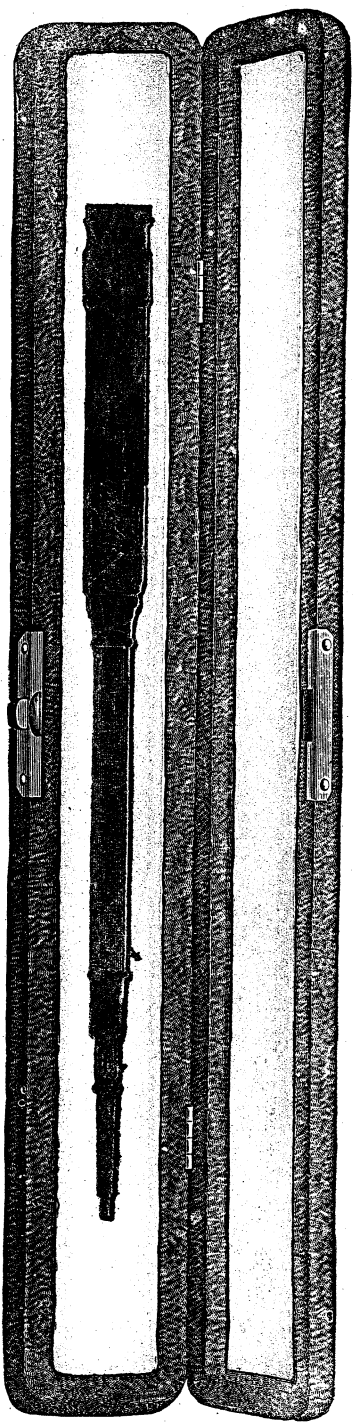


Pen, Extension and Pencil all Closed.

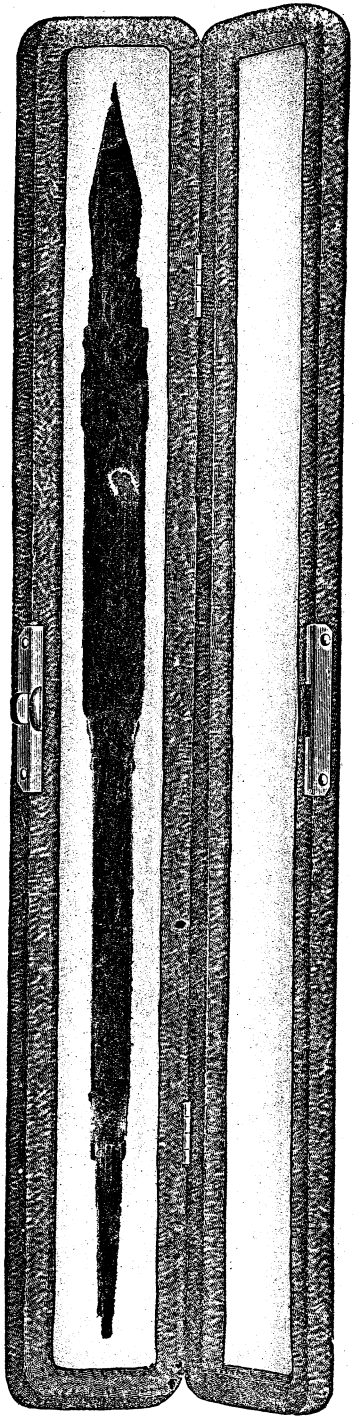


Pen and Extension Open

The Most Magnificent Premium
Ever Offered Agents.



Extension and Pencil Open.



Pen, Extension and Pencil all Open

A PRIZE

Combination Pen, Penholder and Pencil

VALUE, \$3.00

NOW IS THE TIME—FOR THE NEXT FIFTEEN DAYS.

FREE!

FREE!

FREE!

A Splendid Thing.

A Grand Prize Offer.

A Solid Combination Gold Pen, Penholder and Pencil will be presented to every agent with the first order amounting to Eight Dollars or more sent to us within Fifteen Days after receiving this notice.

Read the following brief description of the Combination Gold Pen, Penholder and Pencil and see if you do not think it will pay you to take advantage of this magnificent offer.

The Pen is solid Gold and very finely pointed and finished. The holder has a brightly polished extension handle, which slides back and forth in a heavily gold plated barrel. The Gold Pen can also be slid back into the barrel when not in use.

Altogether, this is the most stylish penholder we have ever seen. It is a perfect beauty and is admired by everybody who sees it. This is, without doubt, the grandest offer ever made to agents. It would be hard, indeed, to find anything that would please everybody as this does. Our retail price for this pen and holder is three dollars, and it has more value in it for the money than any pen and holder that we have ever had in our stock.

The Grandest Prize Offer Ever Made.

This Combination Solid Gold Pen, Gold Plated Penholder and Pencil will be given free as a premium to every *new agent* who sends us an order to the amount of \$3.00 within the next fifteen days after receiving this notice. Our object in making our *new agents* this splendid

offer is to encourage them to make a beginning. For we well know that if an agent once gets fairly started in this business, he will find it such easy work to make sales that he will not be likely to leave it for anything else.

In any kind of business there are always some things to learn that require a little time. All our old agents who have been at work long enough to find out how to run the business, are sending in large orders every week, and there is no reason why you cannot do as well as they after you get fairly started. But you can't expect to do as well at the first start as you can after you have had a little experience. It is necessary to have a little patience to learn the business. Now, our object in making you this magnificent offer of a \$3.00 gold pen and gold plated holder with an order for \$8.00 worth of goods, is to encourage you to stick to the business until you have learned something about how to run it. Don't start out in the morning and give up if the first person you happened to see does not want to buy, but just stick to it all day and you will stand a good chance by night of being able to send us an \$8.00 order which will entitle you to the \$3.00 Solid Gold Pen and Plated Holder.

Remember, that as soon as your orders amount to \$8.00 or more, if sent us within fifteen days after you receive this notice, you will receive one of these elegant Combination Solid Gold Pens, Gold Plated Holder and Pencil.

Royal Manufacturing Co., Nos. 85 and 87 West Congress St., Detroit, Mich.

COMMENTS

Astoria, Oregon.

ROYAL MANUFACTURING Co., Detroit, Mich.

Gentlemen:—I received my first order of goods to-day and, as per agreement, paid into the Express Office \$26.15 immediately they came. Highly pleased with the quality and appearance of every thing. My customers will be delighted. Thanks very much for the handsome gold pen and plated holder. Yours very truly,

ROYAL MANUFACTURING Co.,
JNO. R. RATHOM.

Dear Sir:—Goods just received, also the Gold Pen. The Gold pen and holder is a beauty. Have never seen one that I liked so well. Yours respectfully,

ROYAL MANUFACTURING Co.,
Gentlemen:—I have received the gold pen and holder. I am greatly pleased with it. I never struck as easy a way to get so fine a thing before, but I assure you I am no dead-beat, and you will lose nothing by your generosity. Yours truly,
LOUIS SWANSON,
Sacramento, Cal.

ROYAL MANUFACTURING Co.,
Gentlemen:—The bill of goods sent to me at Hubbell, Neb., to my customers and all of them were well satisfied. I was also pleased with the prompt manner in which you filled my order and also the accuracy in having everything just as I ordered it. Thanking you for your kind and prompt treatment to date, I am,
Yours very truly,
G. H. SMYTHE,
Salina, Kans.

ROYAL MANUFACTURING Co.,
Dear Sirs:—Goods received this morning, also the elegant gold pen and holder. Now, gentlemen, let me thank you for this elegant gift. In my case I can assure it was not necessary to offer me this prize in order to persuade me to work for I had made up my mind to give the business a thorough trial, if the goods proved to be

as represented. The goods are not only all you claim for them, but I think much nicer, at least much nicer than I expected, and my success in taking orders has been much better than I expected it would be. The gold pen and holder is a perfect gem. Although, as I said before, it was not necessary to make me this offer, still I assure you I appreciate it, and shall do my utmost to prove that I appreciate your kindness and your goods. There is great satisfaction in working for a firm that lives up to agreements. So far I am perfectly satisfied with everything you have sent me. Find enclosed draft for \$28.00 for goods as ordered on order sheet. I am writing with my gold pen and I tell you it is a dandy. Yours truly,
ALLAN BURROWS,
Des Moines, Iowa.

ROYAL MANUFACTURING Co.,
Dear Sirs:—I received the gold pen and holder to-day. The goods arrived yesterday, but for some reason the pen was delayed in with it. I have been wanting a gold pen for a long time, but have never felt able to buy one, so of course I am glad to get one for nothing. You will not regret giving it to me. I have worked three days and sold twenty-three dollars worth of goods. The first half day that I worked I never made a sale and had it not been for that gold pen which I wanted bad I might have given up but there is no danger of my giving up now. I have got the bearings of things and find it easy to make sales. Am highly pleased with the gold pen. It is a beauty and writes splendidly. Please forward the enclosed order as soon as possible. Yours sincerely,
EDWARD DALLIAS,
Denver, Col.

ROYAL MANUFACTURING Co.,
Dear Sirs:—I received the goods to-day; they were all O. K. I will send you another order for goods to-day. Total amount for goods ordered, \$10.97.

I have taken orders of seven of the leading business men of this city, including the County Superintendent of Schools. Please send goods as soon as possible, as people are anxious to get the goods. Yours truly,
CLARENCE DARR,
Fairfield, Wayne Co., Ill.

ROYAL MANUFACTURING Co.,
Dear Sirs:—I received your goods to-day and I am very pleased with them. I had always wanted a gold pen and holder and you have given me just what I needed. I cannot begin to tell you how much I appreciate the gift. I had always wanted a gold pen and holder and you have given me just what I needed. I cannot begin to tell you how much I appreciate the gift. I had always wanted a gold pen and holder and you have given me just what I needed. I cannot begin to tell you how much I appreciate the gift.

ROYAL MANUFACTURING Co.,
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COMMENTS

ROYAL MANUFACTURING CO.,

Lexington, Ky.

Dear Sirs:—Yours of the 4th at hand, also the goods. Everything as usual in perfect order. Also received the package by mail to-day, all right. Many thanks for same. Hoping to send another order soon, I remain,

Yours very truly,

MRS. EMMA C. BROWN,

No. 199 Race St.

ROYAL MANUFACTURING CO.,

Gentlemen:—I received my goods some time back; have delivered them; the people are all well pleased with them; they were all O. K. I was so well pleased with my gold pen I felt like hollering when I saw it; to write with it has no equal; I am now at work for the watch; your goods just sell themselves; the people don't wait for me to go to them, they come to me; just as soon as they see someone else with the goods they want some too. I think if people just knew how fast they sell they would all want to be agents.

Yours truly,

MORRIS MOXLEY,

Amelia, N. C.

You may print this if you will.

ROYAL MANUFACTURING CO.,

Dundee, Oct. 7, '95.

Gentlemen:—I hope that you will excuse me for not writing to you more promptly. The goods came last Wednesday or Thursday, but I was away, so could not write before. I was very much surprised that they came so quick, I was not looking for them so soon. Everything came in good shape and I am well pleased. And now about my pen. I cannot begin to tell you how pleased I am with it. It was just what I had always wanted but never could spare the money to get, and it was such a surprise. I did not sell the amount of goods in the time specified, so, of course, I did not expect the pen but thank you very much for it. I shall keep on with the work. This is the first time I have used the pen and I am very much pleased with it. Thanking you very kindly for your promptness and kindness and the elegant pen, I am

Respectfully Yours,

BELL E. STILLSON,

Dundee, N. Y.

ROYAL MANUFACTURING CO.,

Aurora, Ills., Mar. 31, '95.

Gentlemen:—I received my goods yesterday afternoon, all in good condition and everything just as you represented. I was very much surprised to get them so soon. I didn't expect them before Monday. I must say I am very thankful for the pen and holder. I think it's a beautiful present.

Yours truly

JAS. O'NEILL,

Aurora, Ills.

No. 477 Grove St.

ROYAL MANUFACTURING CO.,

Gentlemen:—I received the articles I ordered all right. Never had the chance to write sooner as I was delivering the goods and taking orders. The parties who ordered the goods are very much pleased with them and say they are even nicer than the samples. Please accept my thanks for the promptness with which you fill orders and also for the correctness of same. My Gold Pen is just beautiful, was never as proud of anything in my life. I wrote to you on Monday and enclosed the due bill for the \$1.80, received \$1.80 worth of goods the following Friday. I call that strictly attending to business in a prompt manner, for which please accept my thanks.

Respectfully,

GEORGE FORT.

Anderson, S. C., Oct. 19, '95.

Gentlemen:—I received your interesting letter and the goods O. K., and was the gladdest soul that you ever heard of, to see and to know what I had won.

The people say that your cups are the nicest for the price that they ever saw. I can sell the goods so much better by sample than by illustrations in catalogue. My customers are very much pleased in all the goods I have sold.

I will try with all my might to win a watch before Christmas. I don't think, but know that you are the best company that I ever heard of, and I am going to stick like a leech to the business until the irons are cold.

This is my first writing with my gold pen. It is magnificent.

Most respectfully yours,

S. L. EDWARDS.

P. O. Box No. 61.

aim for them, but I expected, and my than I expected it em. Although, as I offer, still I assure e that I appreciate istisfaction in work- ar I am perfectly enclosed draft for a writing with my uly,

N BARRROWS,
Des Moines, Iowa.

der to-day. The in was delayed in n greatly pleased in e, but have never for nothing. You e days and sold y that I worked I n which I wanted if my giving up it easy to make eauty and writes on as possible.

CALLAS,
Denver, Col.

ere all O. K. I nount for goods ass men of this s. Please send the goods.

DARR,
Wayne Co., Ill.



Correct Position for Writing.



Correct Position for Flourishing.

NOTICE

Steel Pens are generally supposed to be finer, more elastic and in every way better adapted for executing fine penwork and bold, off-hand flourishing than gold pens are, but it all depends on the quality of the gold pens. It is more difficult to make a perfect gold pen than it is to make a perfect steel pen, for the reason that steel pens are made mostly by machinery, while gold pens are made mostly by hand. Hand-made articles are less likely to be uniform than machine-made articles. Hand-made gold pens are more liable to be uneven as to the elasticity and fineness of points. This being the case gold pens are not usually considered as good for fine pen work as steel pens, but we have overcome all difficulties and are producing gold pens which are not only equal to, but superior to any steel pens that have ever been made for every purpose. By using the best quality of gold, tempered by the finest alloys and manufactured by the most approved methods, by the most skillful workmen, we are producing gold pens that possess every quality of an absolutely perfect pen. They are perfect in construction, perfect in action, and when carefully used will last for twenty years. To illustrate the perfect action of these pens and show what can be done with them by a skillful penman, we give on the following pages a few specimens of work, wholly executed with them. Every pen is made of the finest and highest tempered gold ever used in the manufacture of pens. They are made throughout by the

most skilled gold pen makers in the world. The gold pen-holder is also finished with the greatest care with a view to the highest possible beauty.

A Magnificent Prize Offer.

One of these elegant (\$3.00) combination Gold Pens, Penholder and Pencil, will be presented to every agent as soon as his orders amount to \$8.00 or more sent to us within fifteen days after receiving this notice. It has always been our custom to encourage our agents by making some appropriate premium offer, but never before have we been in a position to offer anything so fine and valuable with orders for so small an amount of goods. This combination Pen, Penholder and Pencil is the most stylish, richest in appearance and the finest finish that it is possible to produce. Remember that as soon as you have sent us orders for \$8.00 worth of goods, we will send you one of these magnificent premiums, put up in a beautiful silk plush, satin lined case.

Royal Manufacturing Co.,
Detroit, Mich.

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\$8.00 or
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Executed with Royal Premium Gold Pen.



*Decorated with
Royal Premium Gold Pen*



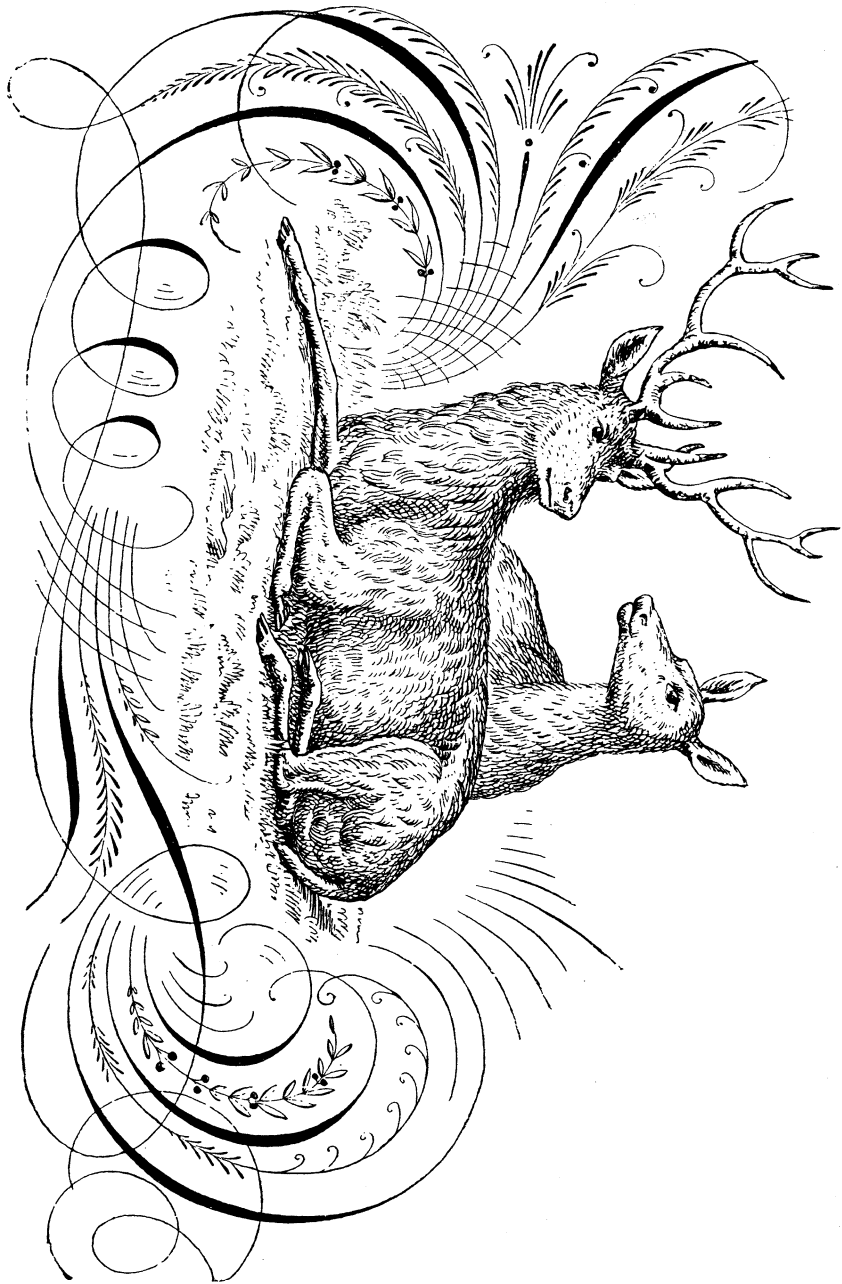


Enriched with
Royal Premium Gold Sm.

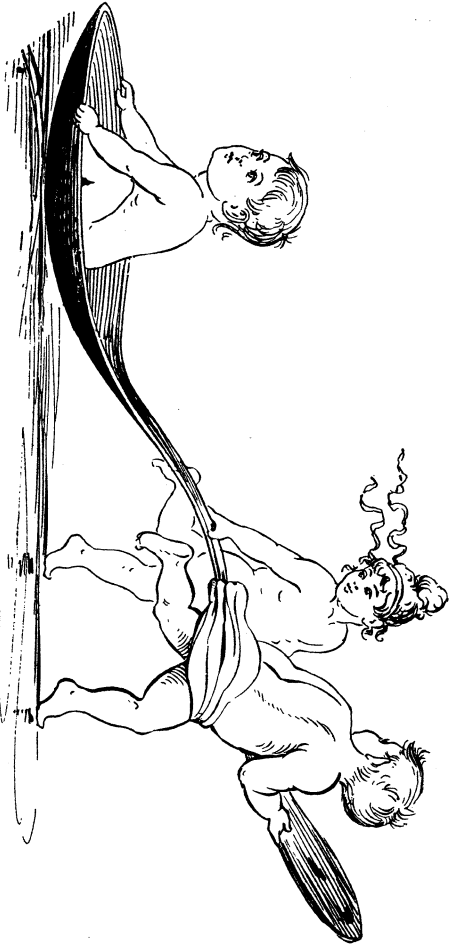


Flourished with Royal Premium Gold Pen.

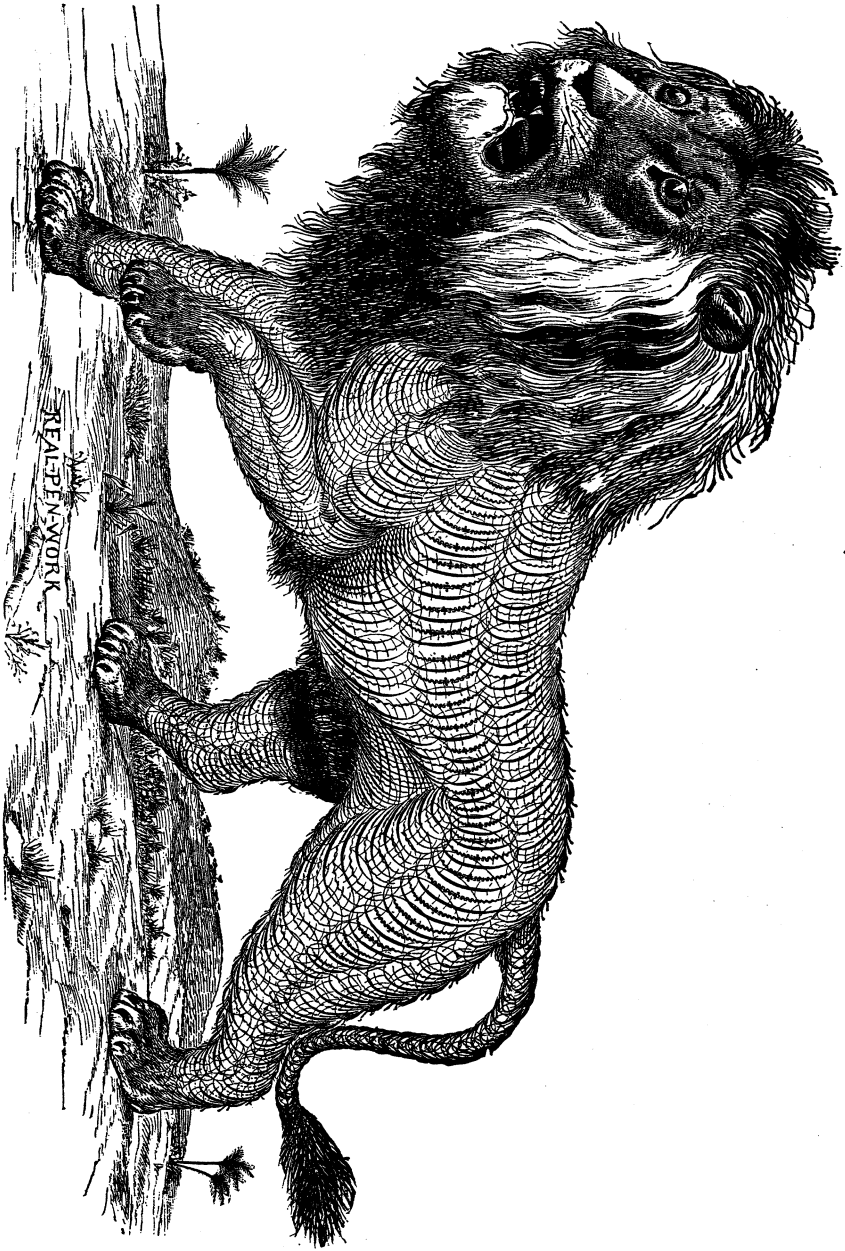




Executed with Royal Premium Gold Pen.



Sketched with Royal Premium Gold Pen.



REAL-PENNYWORK

Executed with Royal Premium Gold Pen.

The earth's own boast no power has,
No brighter, richer gem.
No jewel of a lovelier shape,
Than Friendship's diamond.

Written with Royal Premium Gold Pen.